

Jolly Australian visits States

Neel Page says that his favorite hobby is talking. Add to this great personal warmth and natural wit and it becomes easy to understand how this charming man became vice president of personnel for G. J. Coles and Coy, Ltd. (In Australia, he's called group controller-personnel.)



Neel Page

K mart Corporation and Coles mutually operate K mart Australia, Ltd. and Mr. Page recently visited International Headquarters from his home base in Melbourne.

"Primarily, I came here to see the personnel administration both

in the Headquarters and the Regional offices, and to attend the assistant managers' seminar. I've done that," the dapper dresser quips.

"I learned a tremendous amount; my most outstanding impression is that this is truly a people company. They say it is, and it is. The management cares for people, and people care for people."

The tall gentleman speaks highly of the hospitality that greeted him here at K mart and in the States. He especially likes the quick "Hi!" he hears frequently and informally. And he loves to hear our common saying, "Have a nice day."

"It's a happy organization here, but efficient, too. I feel at home here at K mart's," he says with a firm nod.

A high point of his trip, he relates, was receiving his 35-year pin from Robert Dewar, Chairman of the Board. The pin and other employee recognition programs, and the management training program, have sparked many ideas for his return.

Coles, he explains, is based on a people-oriented policy very similar to K mart. The subsidiary is operated as a total partnership, and Mr. Page assures that the best aspects of our training and outlook will be carried back with him.



Mr. Werschky's green thumb is often apparent around KHS. Here, he points out the finer features of an anemone grown from a bulb he tested for the horticulture department.

Ray Werschky, buyer, retires

Ray Werschky plans on doing a lot of gardening when he retires, but he's looking forward to it because, he says, "I should have been a farmer" — even though he was a pre-med student when he dropped out of college in 1934 to take a full-time job with the company for \$18 a week.

In high school, he had worked part-time at Kroger Dollar Store 1237, Flint, MI. Family commitments required that he leave college and work during those Depression times. Now, 43 years later with 46 years of service, the buyer of dry goods admits, "I'm going to miss this business."

"I don't know a job anywhere in the world anything like this. It's a delight to develop something new in a color or a fashion or a design and watch it grow into a 10-million-dollar business."

It's the only job Ray Werschky ever had, and it paid off in a top-notch merchant who served K mart admirably. His career path was

somewhat out of the ordinary due to the war.

In March, 1942, he came to the Detroit Office as an assistant. Unlike most other assistants who serve for two years and then go back to the stores, Mr. Werschky stayed on. His first assignment was for the sales director, the next for the sales manager.

When the war claimed an assistant in dry goods, he transferred there, and spent his remaining 31 K mart years in that department, working his way to the position of buyer.

His two sons reflect his two early career goals. One is a surgeon in Oregon and the other a merchant who owns two gourmet food stores in the metropolitan Detroit area. He gives his wife all the credit for their fine upbringing.

He tried to get both into the training program, especially the business major. "Pop," he said, "reminds Mr. Werschky, 'I wouldn't work as hard as you work.'" Now comes his well-deserved leisure.

Private label story

Special delivery on this product

Deck mops may seem to be a lowly household item to the average person, but to a very special company in Evansville, IN, they represent both individual personal triumph and a successful partnership with K mart.

The supplier of deck mops for our stores nationwide is the Evansville Association for the Blind, and within the last two months they surpassed 1 million units in sales of this product since acquiring our account six years ago.

To the 15 visually and non-visually handicapped who work full-time in the association's industrial division, that provides the self-esteem that goes with a paycheck.

But it was never a case of charity, however. In 1971, Robert White, the association's sales manager, negotiated with Department 41, house-

holds, to supply one item, a 16-oz. cotton deck mop, on a trial basis for the Atlanta Distribution Center.

One year later, based on the service and quality of the product, the second item, a 16-oz. rayon deck mop, was approved for Atlanta.

In July, 1973, the Lawrence Distribution Center received the two mops, meaning that the association would be supplying 45 percent of our company's retail deck mops.

They became our exclusive supplier of deck mops in March, 1974, and after serving K mart Corporation for two more years, were proud to package their product under our private label in February, 1976.

It's a story that is duplicated for our vendors many times throughout the company, but in this case, one that supplies rewards far beyond financial for all concerned.



The industrial division of the association employs 15 people.



Every person manufacturing the K mart deck mop is handicapped, most of them being blind.

In memoriam

On February 23 in Robinson, IL: Ruby Akeman, retired from 616, Gary, IN.

On April 23 in Joliet, IL: Edward Zukowski, 4695, Joliet.

On April 22 in Dallas, TX: Mary Jounita Landson, 794, Dallas.

April 19 in Fort Wayne, IN: Joseph Mallone, Fort Wayne Distribution Center.

On April 15 in Lancaster, NY: Angela Segert, 4178, Cheektowaga, NY.

On April 9 in Florissant, MO: Vela Coyne, 4183, Bridgeton, MO.

On April 18 in Riverdale, NY: Eugene Rocchino, 3056, Wayne, NJ.

On February 2 in Madison County, MS: Henry Berry, K mart 3081, Jackson, MS.

On May 4 in Ohio: Lawrence Hatheway, retired from 128, Canton, OH.

On November 28, 1976 in Conyngham, PA: Floyd Gault, retired from 62, Conyngham, PA (closed).

On April 27 in Whitnors Lake, MI: Francis Dewey, 7881, Brighton, MI.

On April 28 in Kansas City, MO: Melvin Bodenheimer, 4443, Overland Park, KS.

On April 21 in Muncie, IN: Harold Hancock, retired from 4365, Muncie.

On April 25 in Brockton, MA: Francis Whittem, 4407, Brockton.

On April 29 in Philadelphia, PA: Agnes Seitz, 430, Philadelphia.

On April 12 in Leuckapollia, AL: John Cooley, K mart 7058, Auburn, AL.